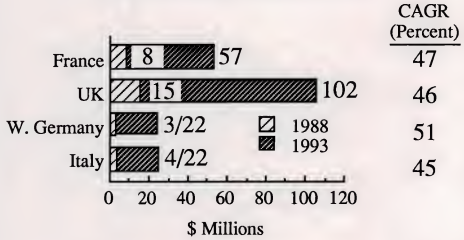
EDI—Europe

Tim Stevens
Manager, EDI Programme—Europe
INPUT

The EDI Market in W. Europe, 1988-1993



INPUT

NOTES:

ECOE-TS-2

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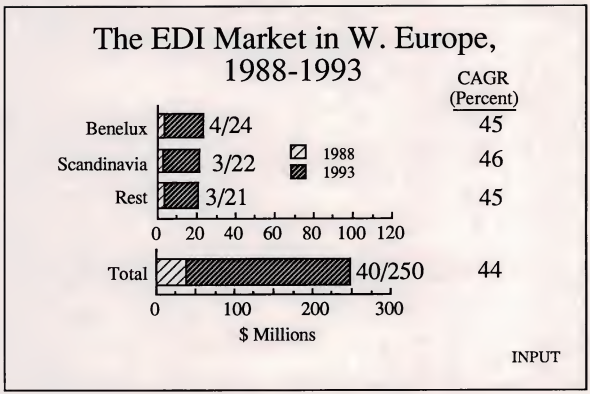

NOTES:

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Reasons for Using EDI

- Reduction in costs
- Fewer errors
- Faster turnaround
- Improved cutomer service
- Competitive tool
- Increased productivity
- Improved management control

INPUT

NOTES:

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EDI Activity Is Found in Most Industries

Format Subset	Industry Segment
ODETTE	Automobile Manufacturing
CEFIC	Chemicals
EDICON	Construction

INPUT

NOTES:

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EDI Activity Is Found in Most Industries

Format Subset	Industry Segment
EDIFICE	Electronics
TRADACOM	Retail
DISH	International Trade & Transport

INPUT

NOTES:

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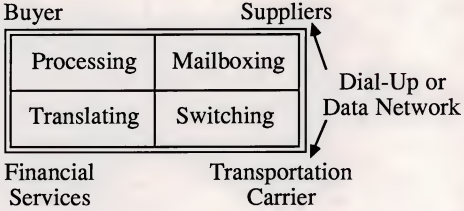
Third-Party Service Provider's Role in EDI



INPUT

NOTES:

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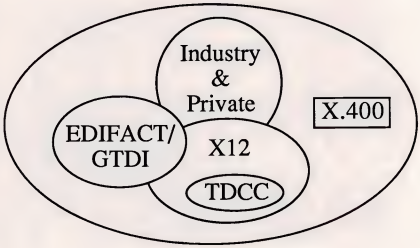
EDI Standards Relationships



INPUT

NOTES:

ECOE-TS-7

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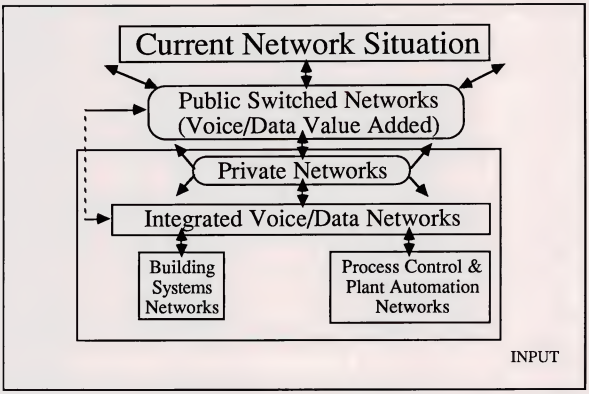

NOTES:

ECOE-TS-8

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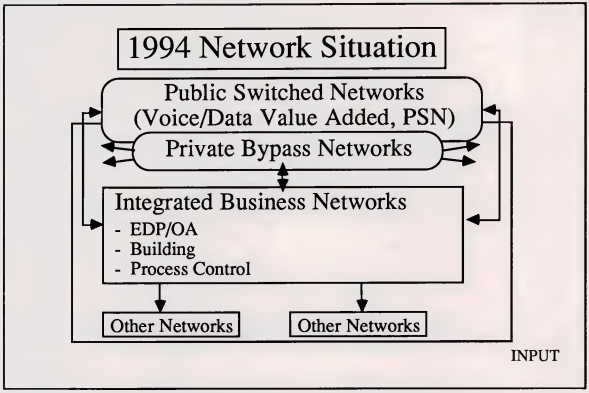

NOTES:

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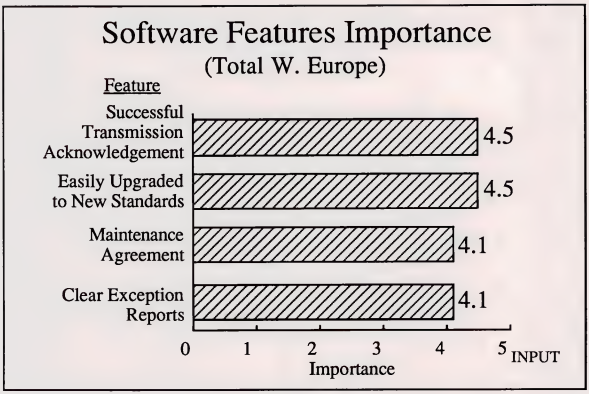

NOTES:

ECOE-TS-10a

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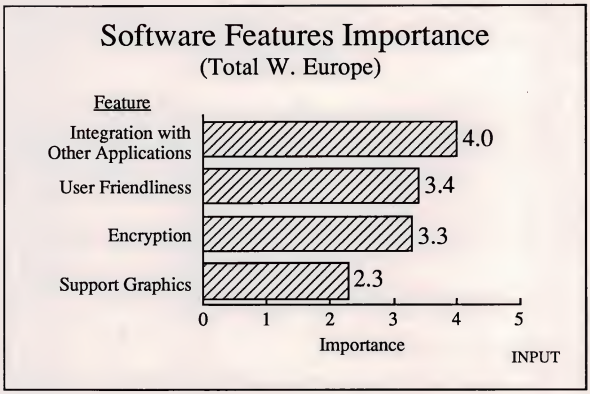

NOTES:

ECOE-TS-10b

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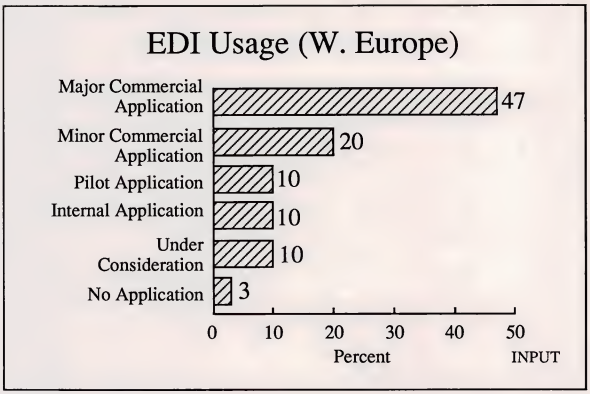

NOTES:

ECOE-TS-11

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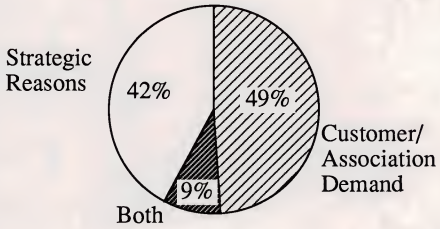
Why Was EDI Implemented?

(W. Europe)



INPUT

NOTES:

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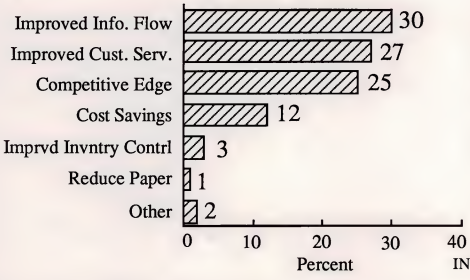
EDI Start-Up Reasons (Strategic)
(W. Europe)



NOTES:

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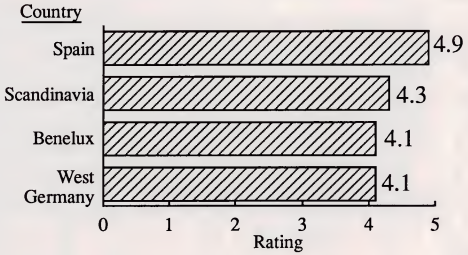
EDI Issues: How Important Is Network Interconnection?



INPUT

NOTES:

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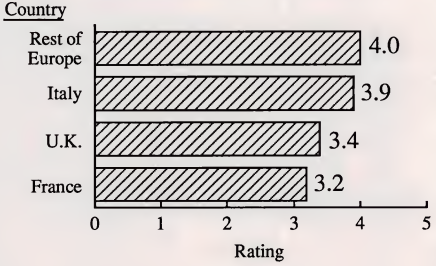
EDI Issues: How Important Is Network Interconnection?



INPUT

NOTES:

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Network Interconnection

- Global communications
- Stimulate growth
- Access to customer base
- Increase flexibility
- Reduce costs
- Optimisation

INPUT

NOTES:

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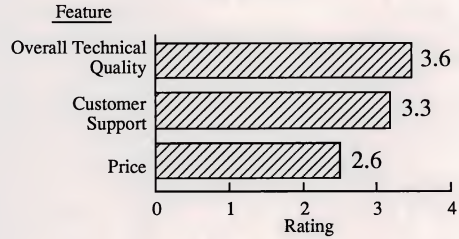
User Ratings of Third-Party Networks
(W. Europe)



INPUT

NOTES:

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User Comments on Third-Party Networks

- Expensive; deters smaller companies
- Poor quality
- Implementation rates too long
- Insufficient customer support

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NOTES:

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User Comments on Third-Party Networks

- No uniform documentation
- Price increases
- Nonstandard protocols
- Do not meet expectations
- Problems with software

INPUT

NOTES:

ECOE-TS-18b

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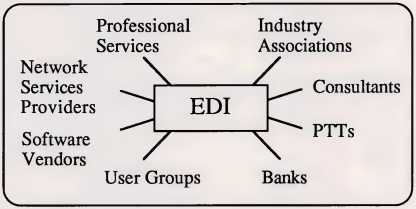
Participants in the EDI Market



INPUT

NOTES:

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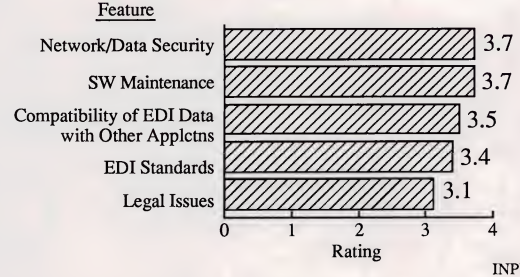
User Issues & Concerns
(W. Europe)



INPUT

NOTES:

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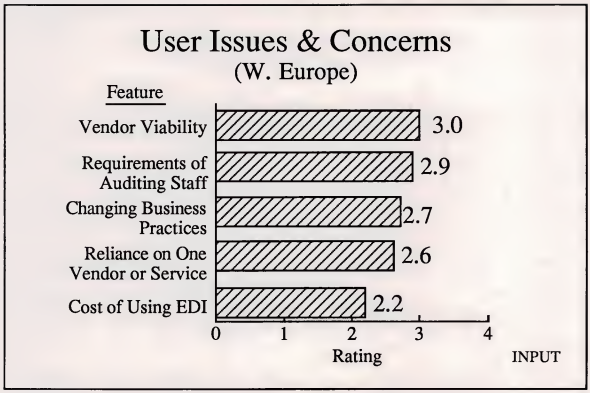

NOTES:

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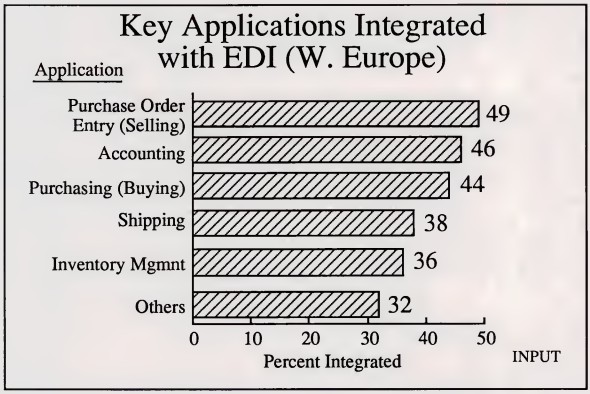

NOTES:

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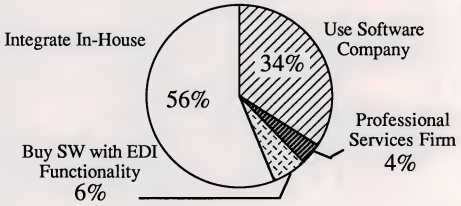
Method of Integrating EDI Software with Other Applications

(W. Europe)



INPUT

NOTES:

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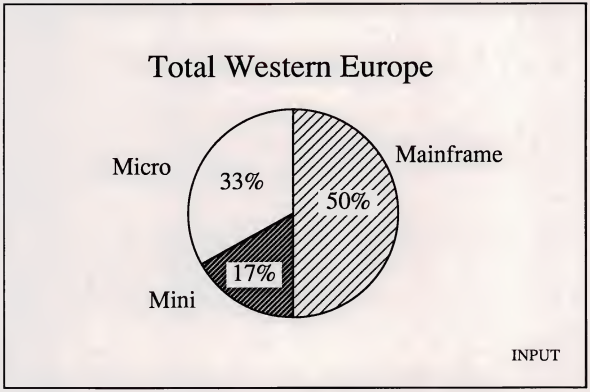

NOTES:

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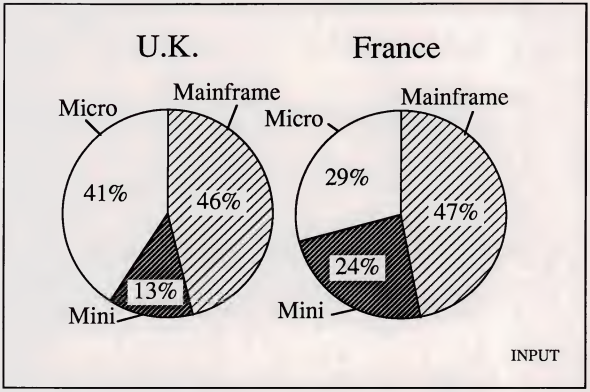

NOTES:

ECOE-TS-23b

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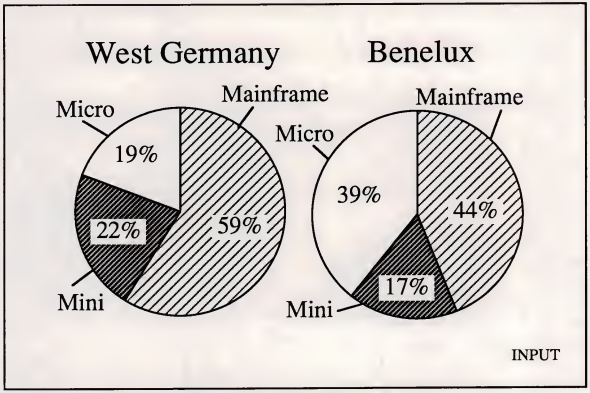

NOTES:

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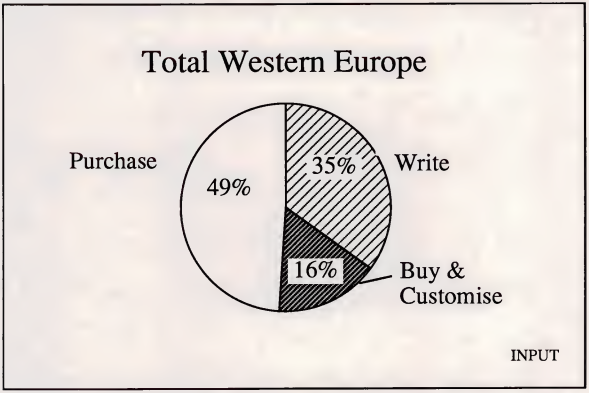

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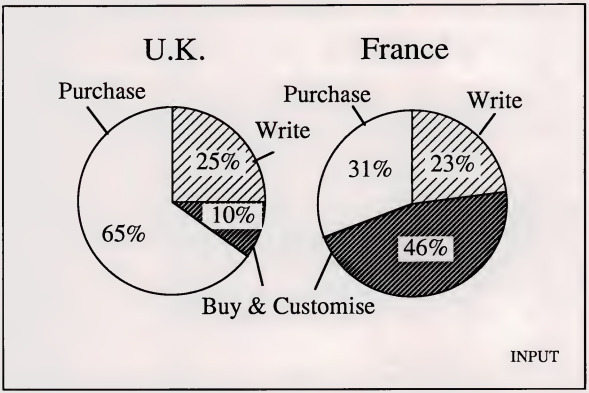

NOTES:

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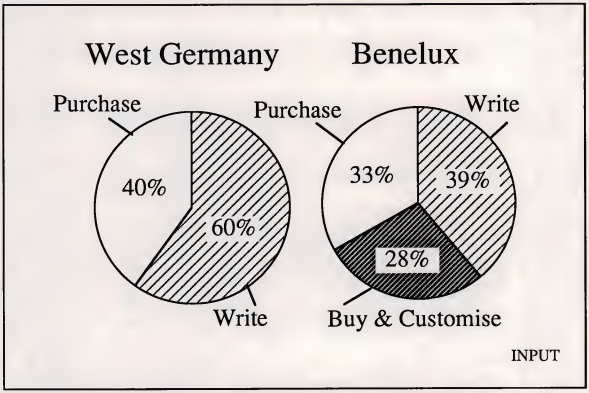

NOTES:

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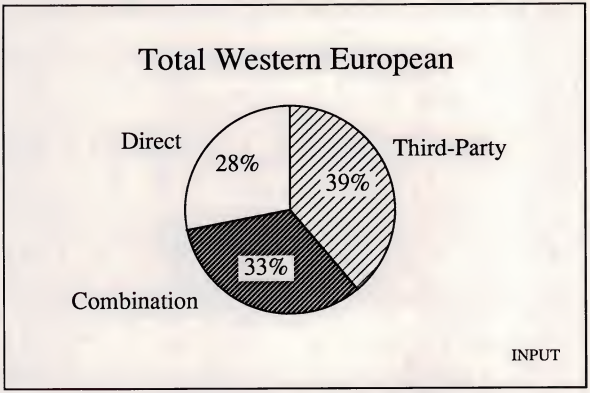

NOTES:

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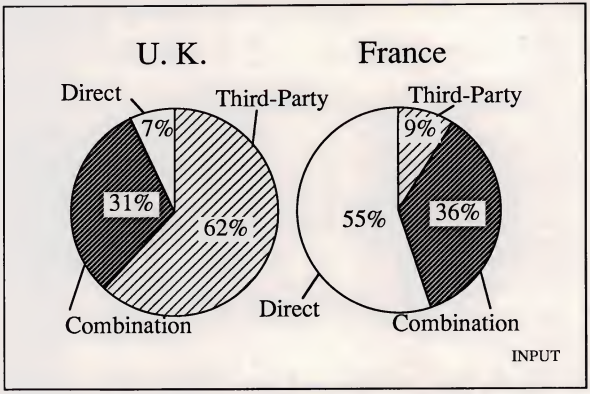

NOTES:

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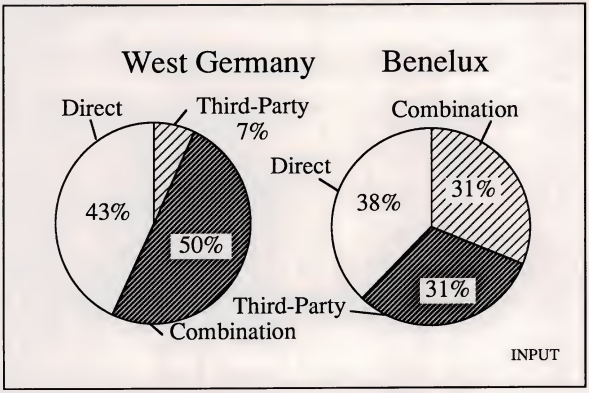

NOTES:

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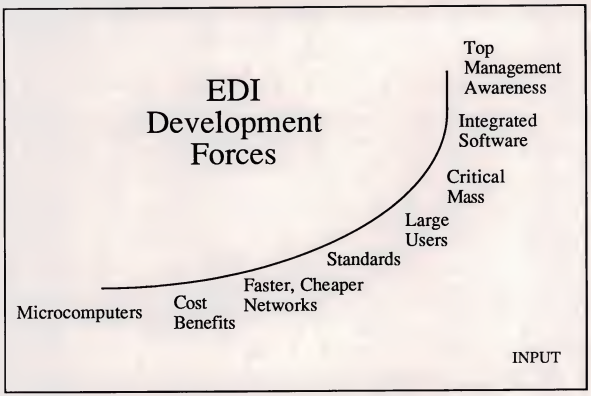

NOTES:

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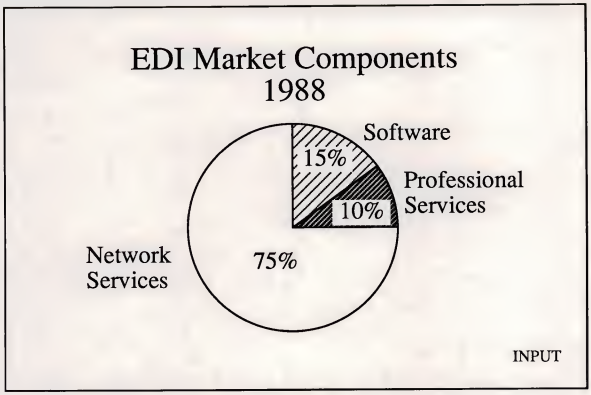

NOTES:

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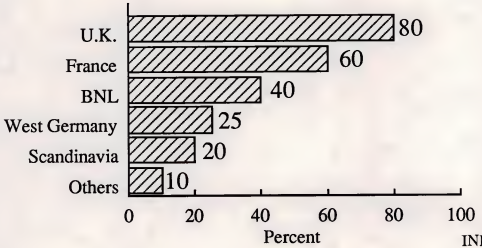
Third-Party & Direct EDI: Percent of Traffic via Third-Party



INPUT

NOTES:

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Software Providers

Category	Comments
New	Spin-offs from consultancy firms/user organisations
Network Services Providers	Bidding to increase network traffic

INPUT

NOTES:

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Software Providers

Category	Comments
Established Application Vendors	Adding EDI functions to existing software

INPUT

NOTES:

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Tim Stevens
Consultant
INPUT

Tim Stevens is a consultant with INPUT. He is involved in strategic planning (IT, manufacturing, broadcasting), project management for systems development, implementation and post-implementation. Mr. Stevens brings expertise in systems analysis and design to INPUT. He held management consulting positions before joining INPUT.

QUALITY CONTROL
PROOFREADING SIGNOFF

DESCRIPTION EDI presentation UK ~~Tim Stevens~~

PROJECT CODE ECOE-TS

AUTHOR Tim Stevens

DATE TO PROOFREADER	TO BE PROOFED BY	INITIAL	DATE
4/25	MG	MG	4/26
FINAL Q.C.			

☐ READY FOR PRINTER

INPUT

PRODUCTION WORK ORDER

(Please fill out both sides)

DATE IN: 4-21 DATE DUE: _____ PROJECT CODE: ECDE-TS

AUTHORIZED BY: TIM STEVENS ☒ NEW ☐ REPEAT ☐ REPEAT W/CHANGE

WORK SPECIFICATIONS

DATE OF PRESENTATION: 5-11

Additional Information

- ☒ 35mm Slides _____
- ☐ Foils _____
- ☐ Exhibits _____
- ☐ Questionnaire _____
- ☐ Letter _____
- ☐ Business Card _____
- ☐ Note Paper _____
- ☐ Newsletter _____
- ☐ News Release _____
- ☐ Form _____
- ☐ Brochure _____
- ☐ Cover Design _____
- ☒ Other #2

Number of pages submitted _____ Text

_____ Graphics

SPECIAL INSTRUCTIONS

_____

_____

_____

PRINTING SPECIFICATIONS

Quantity/Slides/Foils _____

Quantity/Hard Copy _____

Paper Size _____ X _____

Finished Size _____ X _____

Number of Pages _____

- ☐ Outside Printer _____
- ☐ Photocopy
- ☐ Single side
- ☐ Double side
- ☐ Three hole punch
- ☐ Velobind punch
- ☐ Trim to _____ X _____
- ☐ Binding _____
- ☐ Cover _____
- ☐ Paper Color _____
- ☐ Ink Color _____
- ☐ Copyright Paper
- ☐ Fold ☐ 1/2 fold ☐ 1/3 fold
- ☐ Pad
- ☐ Saddle Stitch
- ☐ Box
- ☐ Shrink Wrap
- ☐ Staple ☐ Corner ☐ 2 on side

_____

_____

MAILING SPECIFICATIONS

Envelope: ☐ No. 10 ☐ 9 x 12 ☐ 10 x 13 ☐ Reply Envelope Quantity _____

☐ First Class ☐ Bulk ☐ Address Labels (Zip Code Order)

Enclosures:

- ☐ Letter _____
- ☐ Questionnaire _____
- ☐ Newsletter _____
- ☐ News Release _____
- ☐ Form _____
- ☐ Brochure _____
- ☐ Business Reply Envelope _____
- ☐ Other _____

_____

Distribution: Quantity

- ☐ Initial Mailing _____
- ☐ Shelf Stock _____
- ☐ NJ _____
- ☐ DC _____
- ☐ London _____
- ☐ Paris _____
- ☐ Japan _____

TOTAL _____

MAIL _____ COPIES DIRECTLY TO:

_____

_____

_____

_____

INPUT

PICCADILLY HOUSE
33/37 REGENT STREET, LONDON SW1Y 4NF
TEL: (01) 493 9335 TELEX: 27113
FAX: (01) 629 0179

FAX TRANSMITTAL FORM

DESTINATION : INPUT - MOUNTAIN VIEW

FAX NUMBER :

ATTENTION : ANDREA JENKINS

Telephone Number/Location MV

NUMBER OF PAGES: 1 of 1

CONFIDENTIAL CORRESPONDENCE : YES _____ NO X

URGENT : YES X NO _____

DESCRIPTION THANKS FOR QUICK REPLY.
#G-1 : CURRENT NETWORK SITUATION + PUBLIC SWITCHED NETWORKS (VOICE/DATA/VALUE ADDED). # H → EASILY; FRIENDLINESS; #L: OVERALL TECHNICAL QUALITY; #U: LARGE USERS + CRITICAL MASS. #X: SPINOFFS FROM CONSULTANCY FIRMS/USER ORGANISATIONS.
AS FOR #R&T — REQUIRE CENTRE PIE + FRANCE & UK
AND THEN, AS IT'S TWO PER. SLIDE, HOW ABOUT WEST GERMANY & BENELUX.
****
NOTE: ALL THESE EXHIBITS WILL BE IN EDI REPORT IF IT HELPS TO KILL TWO BIRDS, SO TO SPEAK.

FROM : JIM STEVENS.

DATE : 21.4.89

INPUT : GTIE

Project Charge Code: 70.

INPUT LTD. DIRECTORS: P.A. CUNNINGHAM (U.S.A.), P.E. CUNNINGHAM, K.W.L. HOCKING, P. LINES
Registered Office: ROLLS HOUSE, 7 ROLLS BUILDING, FETTER LANE, LONDON EC4A 1NH
Registered in England No.: 1470416

INPUT
PICCADILLY HOUSE
33/37 REGENT STREET, LONDON SW1Y 4NF
TEL: (01) 493 9335 TELEX: 27113
FAX: (01) 629 0179

FAX TRANSMITTAL FORM

DESTINATION : MOUNTAIN VIEW

FAX NUMBER :

ATTENTION : ANDREA JERVIS.

Telephone Number/Location

NUMBER OF PAGES: 1 of 25

CONFIDENTIAL CORRESPONDENCE : YES ____ NO X

URGENT : YES X NO ____

DESCRIPTION

Andrea → Hello again. I enclose slides for the EDI Conference (May 11/12). This is an initial pass to see if all is clear. The slides are annotated (A - X). If you need to split any, no problem. Notes on (R) with regard to the complex slides. Please fax any reply (problems).

****

FROM : Tim Stevens

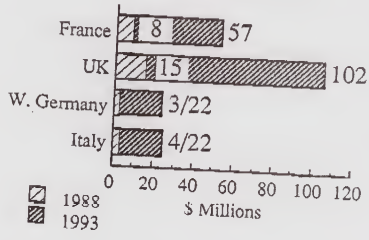
DATE : 21/04/89

INPUT : ETIE

Project Charge Code: 70.

A

The EDI Market in W. Europe, 1988-1993



INPUT

NOTES:

SSEM-TS-63a

✓

2

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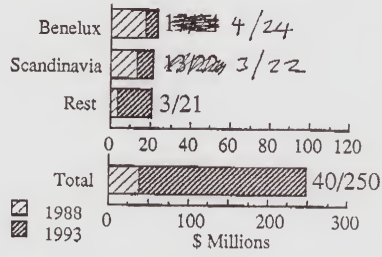
B

The EDI Market in W. Europe, 1988-1993



INPUT

NOTES:

3

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INPUT

EXHIBIT III-2

C

REASONS FOR USING EDI.

- REDUCTION IN COSTS
- FEWER ERRORS.
- FASTER TURNAROUND
- IMPROVED CUSTOMER SERVICE
- COMPETITIVE TOOL
- INCREASED PRODUCTIVITY
- IMPROVED MANAGEMENT CONTROL.

EDI ACTIVITY IS FOUND IN MOST INDUSTRIES

1

Format Subset	Industry Segment
ODETTE	Automobile Manufacturing
CEFIC	Chemicals
EDICON	Construction
EDIFICE	Electronics
TRADACOM	Retail
EDISH	International Trade & Transport

5 ✓

E

THIRD-PARTY SERVICE PROVIDER'S ROLE IN EDI

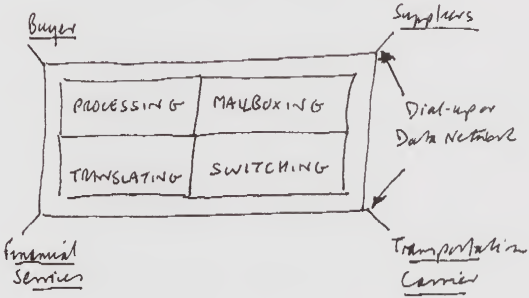
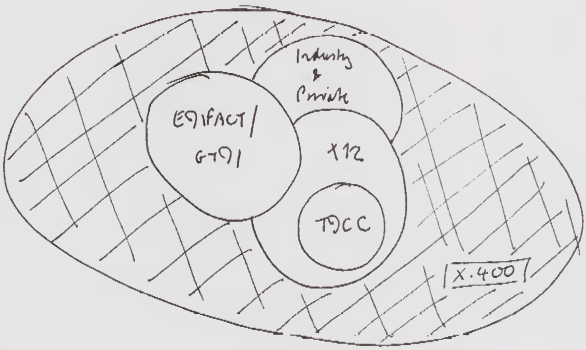


Exhibit V-3

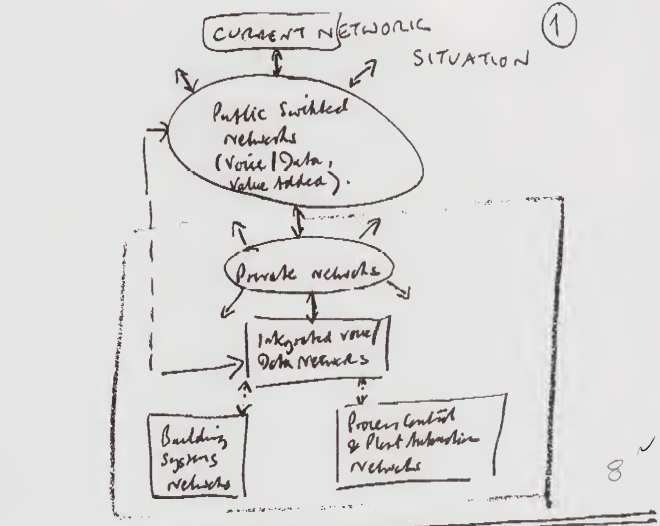
F

EDI STANDARDS RELATIONSHIPS

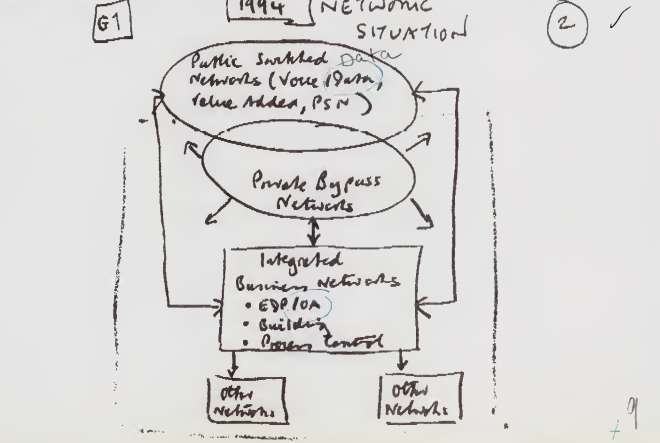


V-1

G


CURRENT NETWORK SITUATION
1
Public Switched Networks (Voice/Data, Value Added).
Private Networks
Integrated Voice/Data Networks
Building Systems Networks
Process Control & Plant Automation Networks
8

G1


1994 NETWORK SITUATION
2
Public Switched Networks (Voice/Data, Value Added, PSN)
Private Bypass Networks
Integrated Business Networks
• EDP/OA
• Building
• Process Control
Other Networks
Other Networks
9

SOFTWARE FEATURES IMPORTANCE

(TOTAL W. EVALUATORS)

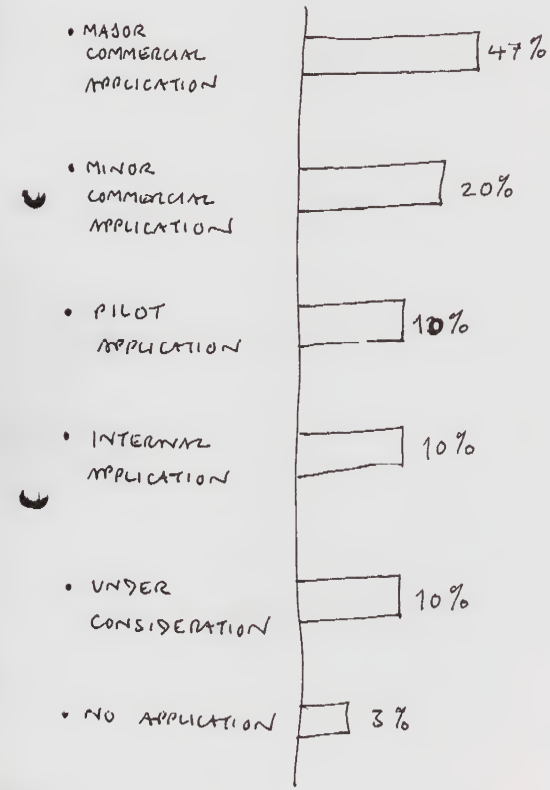
H

Feature	Importance
• Successful Transmission Acknowledgement	4.5
• Easily upgraded to new standards	4.5
• Maintenance Agreement	4.1
• Clear Exception Reports	4.1
• Integration with other Applications	4.0
• User friendliness	3.4
• Encryption	3.3
• Support Graphics	2.3

10 ✓

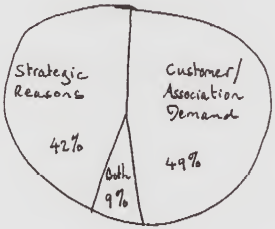
EDI USAGE (West Europe)

I



WHY WAS EDI IMPLEMENTED? (W. EUROPE) J1

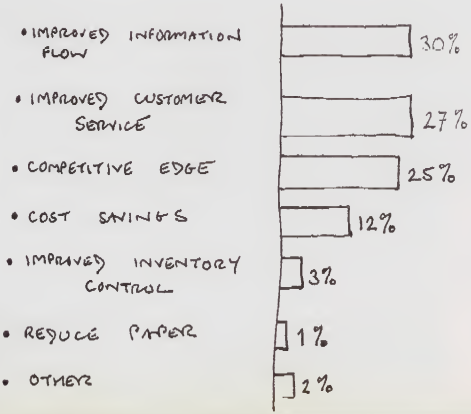
(1)



12 ✓

EDI START-UP REASONS (STRATEGIC) (W. EUROPE) J2

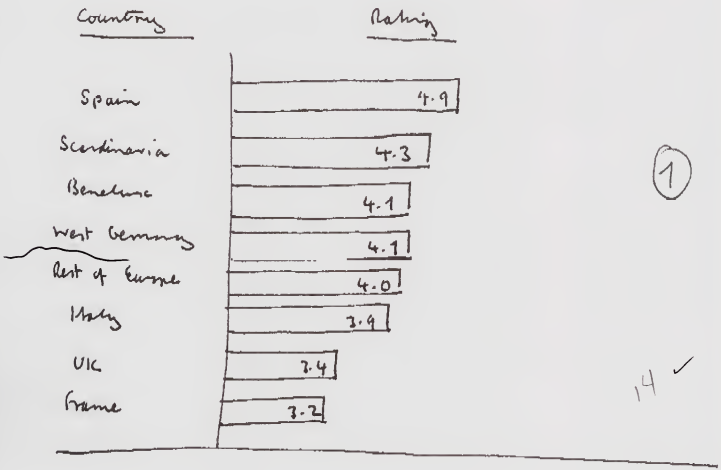
(2)



13 ✓

EQ1 ISSUES: HOW IMPORTANT IS NETWORK INTERCONNECTION?

K1



1

14 ✓

NETWORK INTERCONNECTION K2

- Global communications
- Stimulate growth
- Access to customer base
- Increase flexibility
- Reduce costs
- Optimisation

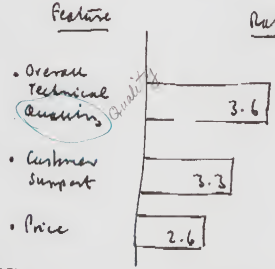
2

15

USER RATINGS OF THIRD PARTY NETWORKS.

(WESTERN EUROPE)

L



(1)

16 ✓

USER RATINGS OF THIRD PARTY NETWORKS (BY COUNTRY)

(2)

Feature	Total W. Europe	Rating F	UK	WG	I	BNL	SK	E	Rest
• Overall Technical Quality	3.6	3.0	3.1	4.3	4.0	4.0	3.7	3.0	3.8
• Customer Support	3.3	3.8	2.6	3.7	3.6	3.4	2.0	4.0	3.0
• Price	2.6	3.2	3.0	2.5	3.0	2.8	2.0	2.0	2.0

THE ABOVE (2) NOT REQUIRED AS A SLIDE.

17

USER COMMENTS ON
THIRD PARTY NETWORKS

M

* Expensive, deters smaller companies
* Poor quality
* Implementation takes too long
* Insufficient customer support
* No uniform documentation
* Price increases
* Non-standard protocols
* Do not meet expectations
* Problems with software.

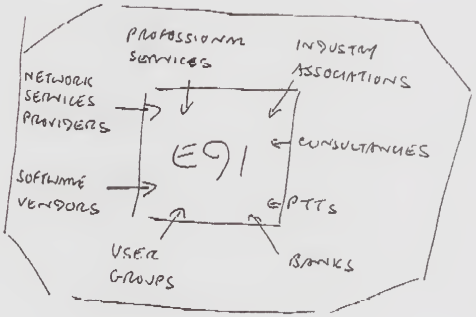
18
---- SPC17.

M1

EXHIBIT III - 6

N

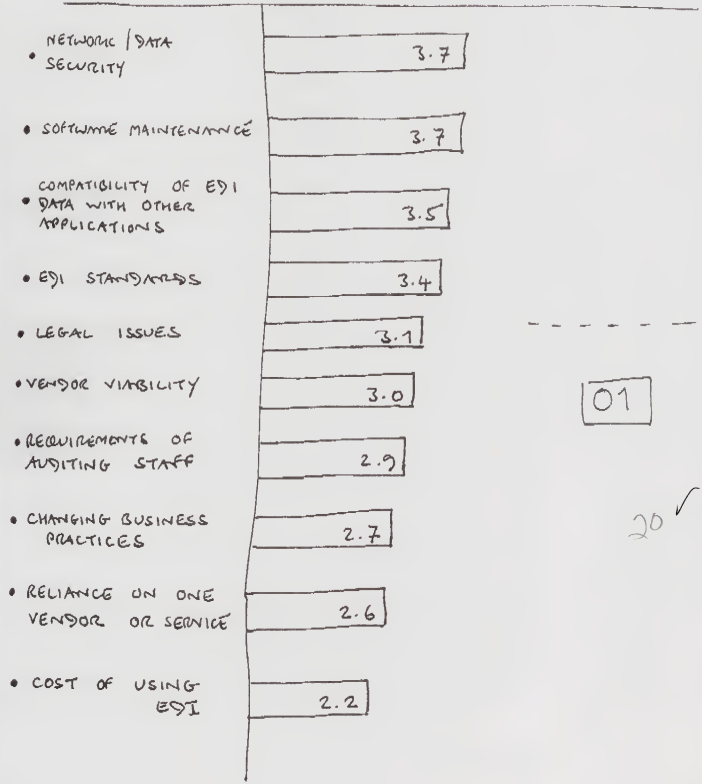
PARTICIPANTS IN THE EDI MARKET.



19

USER ISSUES & CONCERNS
(WESTERN EUROPE)

0

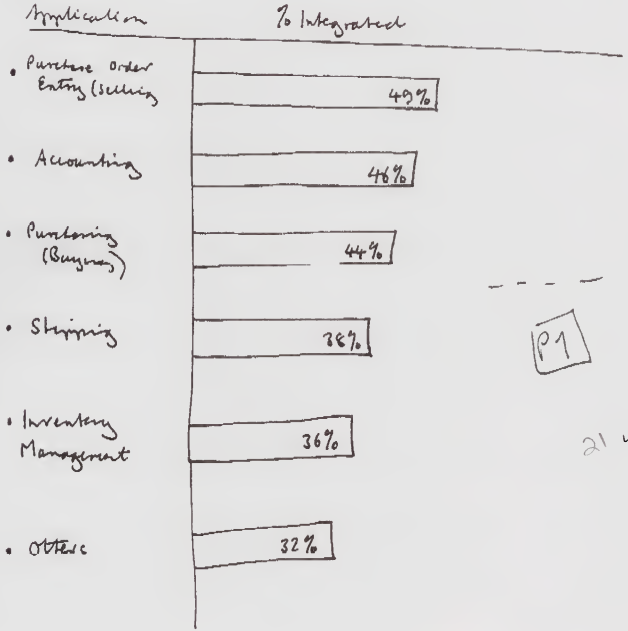


01

20 ✓

KEY APPLICATIONS INTEGRATED WITH EDI (W. Europe)

P

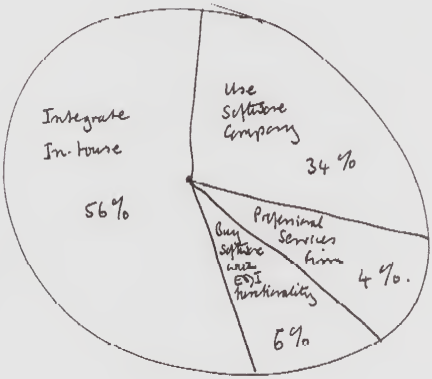


P1

21 ✓

METHOD OF INTEGRATING EDI SOFTWARE WITH OTHER APPLICATIONS. (Q)

(Western Europe)



22 ✓

COMPUTER - USED FOR 691

In the next sheets,

Andrea: The central chart is required as a slide.

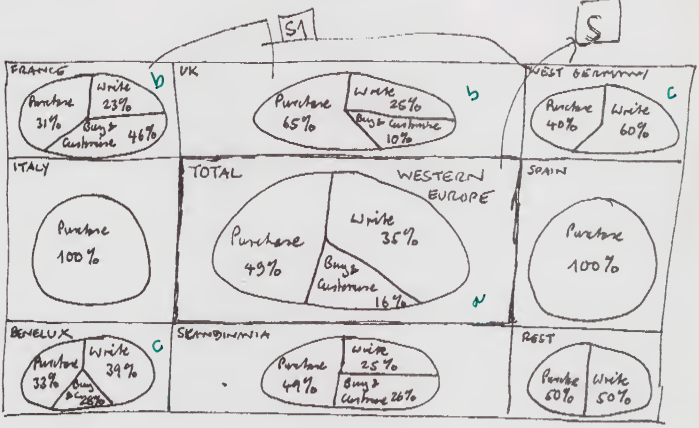
Also, could you let me know whether it would be possible to

(a) Reproduce the top row [France, UK & West Germany] as one slide?

(b) Reproduce the entire chart as one Exhibit in a report?

23

BUY OR BUILD EDI SOFTWARE DECISIONS



Center
France + U.K
Benelux + W. Germ

THIRD PARTY vs DIRECT E91.

3 slides
Center
France + UK
W. Germ. + Benelux

/

25

EDI
DEVELOPMENT FORCES

U

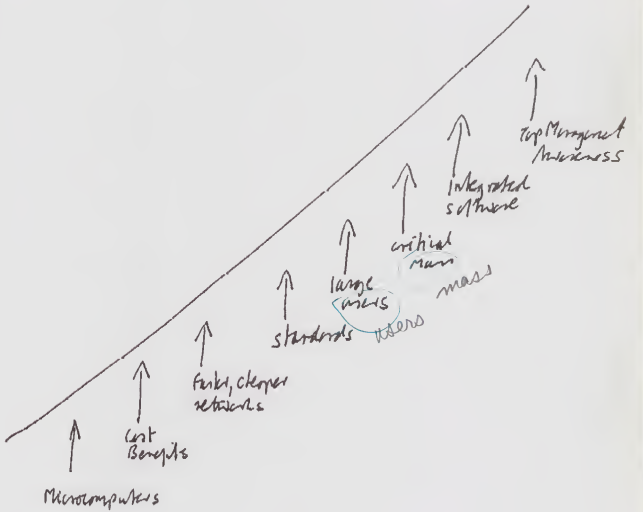
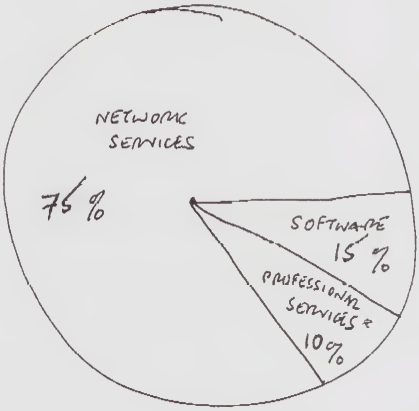


EXHIBIT IV-2

W

EDI MARKET COMPONENTS
1988



THIRD PARTY & DIRECT EDI :
% of traffic via third-party.

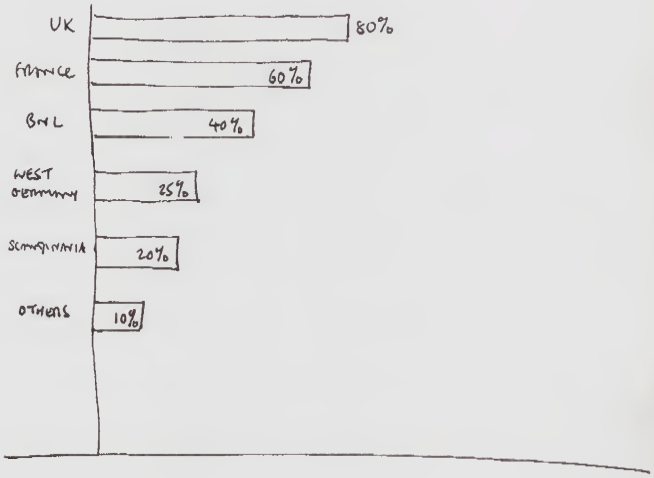


EXHIBIT III - 7

X

SOFTWARE PROVIDERS

Category	Comments
News	Spin-offs from consultancy firms / user organisations
Network Services Providers	Bidding to increase network traffic
Established Application Vendors	Adding EDI functions to existing software.

consultancy firms

INPUT
PICCADILLY HOUSE
33/37 REGENT STREET, LONDON SW1Y 4NF
TEL: (01) 493 9335 TELEX: 27113
FAX: (01) 629 0179

FAX TRANSMITTAL FORM

DESTINATION : INPUT M/V

FAX NUMBER :

ATTENTION : LYNETTE.

Telephone Number/Location

NUMBER OF PAGES: 1 of 1

CONFIDENTIAL CORRESPONDENCE : YES ____ NO X

URGENT : YES X NO ____

DESCRIPTION

All slides OK.

Thanks.

Tim.

****

FROM : T. Stevens

DATE : 25/4/89

INPUT :

Project Charge Code: E11C 70.

Sheila:

1) "EDI Interfaces - Europe"
Tim Stevens.

2) SSEM-TS-63a
3) SSEM-TS-63b.
4) SSEM-TS-29
5) SSEM-TS-2
6) SSEM-TS-3
7) 7
8) 8
9) 9
10) 11
11) 12
12) 13
(13) 19.
(14) 26.
(15) 6.
(16) SSEM-TS-56
(17) 25a
(18) 25b
(19) 25c
(20) 16
(21) 14a
(22) 14b
(23) 25
(24) 15
(25) 18a
(26) 18b
(27) 27
(28) 21a
(29) 29b
(30) 22
(31) 10a
(32) 10b
(33) 23a
(34) 23b
(35) 23c
(36) 24a
(37) 24b
(38) 24c
(39) 20a
(40) 20b
(41) 21
(42) SSEM-TS-18
(43) SSEM-TS-21
(44) SSEM-TS-4
(45) SSEM-TS-66.

I believe that you expressed concern to Peter that there was no sign of my presentation for the EDI Conference.
Well, here it is. The slides are in order. Those with just numbers (no codes) are currently in graphics with Lynette. The SSEM ones need to be pulled out. Also, I need an opening slide (no. 1). I hope this is clear.

Tim

PRESENTATION NAME: _____

PROJECT CODE: _____

DATE: _____

PRESENTER: _____

NUMBER OF SLIDES: _____ thru _____

SLIDE CHECK OUT					
SLIDE #'s OUT	DATE	NAME	SLIDE #'s IN	DATE	NAME